	SOLAR ENERGY CORPORATION OF INDIA LIMITED							
Ref No	New Delhi Ref No. SECI/C&P/MI/00/0012/2022-23/Clarifications-01 Dated: 12/05/2023							
Kequ	Request for Empanelment of Vendors for Design, Supply, Installation, Testing and Commissioning including Warranty, Comprehensive Operation & Maintenance of Solar Power Projects in India-Rooftop and Ground mounted Systems : Clarifications to the queries on the RfE (RfE No. SECI/C&P/MI/00/0012/2022-23 dated: 30.03.2023)							
S. No.	Documents	Clause No.	Existing Clause	Proposed Modifications	Rationale/Remarks	SECI's response		
1	RFE	SECTION 4. QUALIFICATION REQUIRMENTS FOR BIDDERS	24 General Eligibility Criteria: 24.1 The Bidder shall be a Company or a Limited Liability Partnership as defined.		In this Clause, Why Registered Partnership firm not allow?	Please refer to the Definition of LLP as per the RfE		
2	RfE	RfE Section 2. Special Conditions Of Contract 3.1.2 Category B: Other Government organizations/ Institutions	Obtaining Net-metering and grid connectivity of the Project under this tender would be the responsibility of the SPD in accordance with the prevailing guidelines of the respective State Regulators (SERC) or Central Electricity Authority (CEA) or the DISCOM in the respective area		Kindly note that Net Metering process require application and net metering agreement duly signed by Client in the format provided by DISCOM. SPD will support this activity i.e. arrange these formats filled with inputs in time. The delay in submission at client end and time consumed by DISCOM in the process will not be passed on to SPD. The DISCOM process is complex and need strong follow up. The involvement of IEM defined at article 14 of RfE for timely completion shall be ensured by SECI. SECI's or MNRE reference is required to state DISCOMS and state government for streamline.	The clause refered is in line with the Rooftop Solar Programme Phase-II scheme guideline. Therefore ,Clause remains unchanged		
3	RfE	Section 2. Special Conditions Of Contract 7 Connectivity with the Grid (in case of Grid connected rooftop system)	7.3 The responsibility of getting connectivity and necessary approvals for grid connection and net-metering shall entirely be with the SPD and shall be at the risk and cost of the SPD.		DISCOM net metering connection to be set aside from developer scope or delinked from COD. The job completion and readiness for interconnection shall be considered for solar PV system completeness and delay in access to interconnection with DISCOM system be considered for deemed generation.	The clause refered is in line with the Rooftop Solar Programme Phase-II scheme guideline. Therefore ,Clause remains unchanged		
4	RfE	Section 2. Special Conditions Of Contract 8 Commissioning of Projects	Commissioning of the Project shall be carried out by the SPD in line with the procedure stated in the Stage-II bidding process. The Client Organization may authorize any individual or committee or organization to witness and validate the commissioning procedure on site. Commissioning certificates shall be issued by the SECI/Client Organization after successful Project commissioning.		The readiness for interconnection to be considered as job completion with deemed generation. Kindly link the Completion time to handing over the project site by the client for execution. Our experience has been that there have been inordinate delays in site hand over by the off takers due to internal processes and approvals for installations. The treatment by the client shall be cordial for cooperation and support.	Solar Programme Phase-II scheme guideline.		
5	RfE	9 Operation & Maintenance (O&M)	9.2 Under Category B: Periodic cleaning of solar modules. The modules shall be cleaned with a periodic interval of 15 days or as and when required as per actual site conditions.		The water availability without any charges up to roof should be provided by organization for periodic module cleaning	As per the RfE, the detailed clauses will be defined in the Stage-II bidding process.		
6	RfE	Section 3. Standard Conditions Of Contract 13.3 Performance Bank Guarantee (PBG)	The PBGs will be issued in favour of the SECI/Client Organization (as defined in Stage-II bidding process)		We request to amend the clause to issue PBGs in favour of SECI. Contrary to this the Client be asked to provide payment security for the solar energy consumed and timely payment. The Revolving BG for 3 months average consumption be facilitated for the bankability of the project for funding by lenders	As per the RfE, the detailed clauses will be defined in the Stage-II bidding process.		
8	RfE	Section 6. Definitions Of Terms 34.24 "Inter-Connection Point/ Delivery/ Metering Point"			 We suggest completion of project and delivery point to be defined as below A. The readiness of complete installation as per approved layout at identified buildings and its formal notification / shutdown request for the interconnection at terminal point i.e. LT panel shall be considered as job completion date and delinked to COD. B. The delay in shut down by the client and its net metering arrangement by the default of client and DISCOM shall not be considered as delay in commissioning.C. The delivery point for measurement of electrical energy produced by the system shall be inter-connection point of the LT panel of individual location/building and the same must be reflected in PPA 	The clause refered is in line with the Rooftop Solar Programme Phase-II scheme guideline. Therefore ,Clause remains unchanged		
9	Others	Others			 We request for an instrument to be put for payment security of monthly energy bills in the PPA as per standard practice. (The letter of credit for 3 months' revenue is suggested) The encashment of O&M PBG should be routed through IEM and approved by SECI with financial loss on SPD default to client. The O&M PBG shall be revolving 	The detailed clauses relevant to the queries will be addressed during the Stage-II bidding process.		

10		NA	NA	Payment terms for both opex and capex mode in Category A & B are not mentioned. If there is clarification		In category A, the payment terms will be dealt as per the scheme guidelines mentioned in the RfE. In category B, the detailed clauses relevant to
				on the same that will be helpful		the queries will be addressed during the Stage- II bidding process.
11	RfE	9.1 viii	Vendors for supply and installation of the RTS shall establish a service center in each district. In case if it is not economically viable for an individual vendor then group of vendors can establish service center in each district. Their contact details will be made available on the website of the DISCOMs	we have to specify city where we have our service network for category A. can we add cities later as and when we add our presence in more cities		The name of cities can be added later based on the award of projects by the State Implementing Agencies under Stage-II bidding process
12	RfE	9.1		For category A: O & M in case cleaning of modules be kept in consumers scope that will better, since cost of cleaning will be cheaper for the consumer vis-à-vis us sending personnel twice a month, specially considering sizes of these projects		Under Category A: Periodic checks of the Modules, PCUs and BoS shall be carried out as a part of routine preventive and breakdown maintenance. The detailed scope of O&M in category A will be as per the Rooftop Solar Programme Phase-II guidelines
13	RfE	31	Under both categories A & B, the empanelment of vendors will be done by SECI for an initial period of 1 year from the date of issuance of LoEs. After the end of 1st year, the empanelment period may be further extended at the discretion of SECI.		Since we will need to set up / extend our service networks specially for category A. we will request that period of empanelment should be at least 2 years to begin with	However, under category A, the bidders will be empaneled as per the terms and condition defined by the State Implementing agency(SIA) in Stage-II bidding process carried out by the SIA Under Category B, the initial empanelment
14	RfE		 25.3 Under Category A: The Bidder should have designed, supplied, installed & commissioned Grid connected Solar PV Power Projects having aggregate capacity not less than 250 kWp which should have been commissioned prior to submission of bids. Vendor must submit scanned copy of the Commissioning certificate and Work order/ Contract/ Agreement/ from the Client/ Owner shall be submitted. 25.4 Under Category B: The Bidder must have experience in design, Supply, Installation & Commissioning of Grid Connected Solar PV Power Plants of cumulative Capacity not less than 500 kWp in the last 07 (Seven) Financial Years prior to the bid submission deadline of this RfE. The Solar PV Power Plants must be commissioned and should be operating satisfactorily for a period not less than 1 year. The last date of bid submission will be the cut-off date for consideration of such experience. AND The Bidder must have experience in Design, Supply,Installation & Commissioning of at least 02 (Two) Grid Connected Solar PV Power Plants of individual minimum capacities of not less than 100 kW in the last 07 (Seven) Financial Years prior to the bid submission deadline of this RfE. The Solar PV Power Plants and Solar Systems must be commissioned and should be operating satisfactorily for a period not less than 1 year. The last date of bid submission will be the cut-off date for consideration of such experience. AND The Bidder must have experience in Design, Supply,Installation & Commissioning of at least 02 (Two) Grid Connected Solar PV Power Plants and Solar Systems must be commissioned and should be operating satisfactorily for a period not less than 1 year. The last date of bid submission will be the cut-off date for consideration of such experience. The Bidder shall submit applicable contract(s) and Project commissioning certificate(s) for the respective Project(s) and a certificate from the respective client(s) certifying satisfactory operation of the plant(s) <!--</td--><td>turnover and prior experience.</td><td></td><td>The clause remains unchanged</td>	turnover and prior experience.		The clause remains unchanged
15	RfE	3.1.1 v	v. The empaneled vendor has to supply and install only indigenously manufactured PV panels (both cells and modules). The domestically manufactured solar modules using domestically manufactured solar cells shall be listed in the ALMM.	To be deleted	As per the OM issued by MNRE dated 10-March-2023 ; Projects commissioned by 31.03.2024 will be exempted from the requirement of procuring Solar PV modules from ALMM.	Any exemption provided by MNRE, if applicable, will be part of the tender.

16	RfE	3.1.1 v	v The inverter should also be BIS certified.	The inverter should also follow the latest notification issued by MNRE for BIS standard applicable and it's subsequent amendment/changes during the tenure of empanelment.	Currently, MNRE through it's Gazette Notification dated 24-January-2023; provided the extension till 30.06.2023 for BIS certification which may also be get extended.	Any exemption provided by MNRE, if applicable, will be part of the tender.				
17	RfE	16.9	Bidders shall mention the name of the contact person and complete address and contact details including email address which shall be active for the period of 07 years in their covering letter.		Please clarify the procdure to change the contact person of the bidder, if person left the organisation, even after the RFS submission	The bidder may submit a request letter for the same to be updated.				
18	RfE	18.1	Table for the evelope cover	a) No. of states/UT bid for (Under Category A) b) No. of states/Uts bid for (Under Category B)	There should be separate provsion for no. of states/UTs for both the catagories of the RFS.	Refer Amendment-1				
19	RfE	24.6	Bidder which has been selected as Selected Vendor based on this RfE can also execute the Project through a Special Purpose Vehicle (SPV) i.e., a Project Company especially incorporated/acquired as a subsidiary Company		Plese clarify that, Can the selected vendor create the subsidiary company for Category A as well as Category B saparetely.	Under category B: the bidder can create a SPV for execution of the project. Under category A: It will be depend upon on the Stage-II bidding process to be done by SIA.				
20	RfE	25.3	Under Category A: The Bidder should have designed, supplied, installed & commissioned Grid connected Solar PV Power Projects having aggregate capacity not less than 250 kWp		 Since there is no any minimum experience criteria for the agencies to work under national solar rooftop portal, hence the requirement of 250kWp experience should be deleted. 	The clause remains unchanged				
21	RfE	25.3	Under Category A: The Bidder should have designed, supplied, installed & commissioned Grid connected Solar PV Power Projects having aggregate capacity not less than 250 kWp		It is requested to consider that: if an subsidiary company (having same business objective as per scope of work of RFS) with shareholding of more than 51% of the parent company is particpating in RFE, then experience of parent company should be allowed to meet the Technical Eligibility Criteria for the bidder (If it is an subsidiary of parent company)	The clause remains unchanged				
22	RfE	Section-4, Clause 24.2 /	Bidding Consortium with one of the Companies as the Lead Member. Consortium shortlisted and selected based on this RfE has to necessarily form a Project Company and get it registered under the Companies Act, 2013, keeping the original shareholding of the Bidding Consortium unchanged. In case applications for multiple Projects have been made by a Consortium, separate Project Companies can be formed for each Project. For the avoidance of doubt, it is hereby clarified that the shareholding pattern of the Project Company shall be the identical to the shareholding pattern of the Consortium as indicated in the Consortium Agreement (Format 7.5).	For CAPEX Business Model Projects: Please allow any EPC company / Bidder who is financially sound and does not has any technical qualification for the solar projects (Similar Projects) may be qualified after having consortium partner (Technical Partner/2nd Partner) and become the lead partner/Inder without incorporating new entity/ consortium company. Lead bidder with the second partner and the same will be submitted along with the bid.	Please clarify.	Please refer to the Definition of Bidder as per the RfE.				
23	RfE	Clause No. 26	Not Used	In this tender, no financial eligibility asked. Can any startup company who have minimum technical eligibilty criteria can participate or will be considered as qualified company for this tender.	Please clarify.	Any company fulfiling the minimum technical criteria is eligible to be empaneled under the tender.				
Note: All	ote: All the queries received from various prospective bidders have been scrutinized and have been tried to be answered comprehensively. In case of any query not published here and is not covered under the Amendments issued to the RfE, it shall be construed in such cases, tender conditio									
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